



President and Principal of Castine Consulting LLC.



Robin founded Castine (formerly known as Cogent Consulting) in 1982 and has been active in the software and M&A space ever since. He has developed, acquired, and sold multiple companies over that period – all in the financial sector. Every one of his primary products and services has grown to be the #1 or #2 in their respective spaces. His largest acquisition was of the Price Waterhouse accounting software division in the 1990's, which he and his team grew to over 2,000 major system installations in 64 countries.

That product line was eventually sold to a public company. His most recent M&A activity was the sale of industry-leading commission management ("soft dollar") products used by many of the largest asset managers and hedge funds worldwide to BNY ConvergEx (now ConvergEx Group) and Eze-Castle in 2009.

Robin operates as Castine's President and Senior Product Strategist.

- 2013 Castine releases its *Telescope* system for research broker due-diligence and its *Commissioner* system for sell-side trader compensation and performance reporting.
- 2012 Castine resumes operations in the middle- and back-office financial technology space.
- 2009 Sold commission management and broker vote modules to BNY ConvergEx. Assisted in transition of product line before returning to firm.
- 1999 Began operating in the commission management and broker voting space. Became #1 provider of broker voting and CSA systems worldwide. Client base comprised approximately 40% of the top 50 buy-side firms with \$15T AUM and relations with over 800 sell-side firms.
- 1997 Sold oil and gas software to IDEAS International.
- 1990 Acquired entire accounting software division of Price Waterhouse, with offices in Tampa. Focused product line in the oil and gas sector, becoming the #1 provider of international exploration administration systems. Client base included every major O&G and many of the largest mining firms. 2,000 installations in 60+ countries, 5 offices internationally.
- Prior years #1 or #2 provider in several other industries, including higher education, women's wear manufacturing, #1 consulting firm in two proprietary systems for financial and business applications. DOD consultant.

About Castine

Castine Consulting LLC was formerly known as Cogent Consulting LLC. Originally formed in 1982 by Robin Hodgkins, Castine and its predecessors have operated as the market leader in every industry they've worked in.

Most recently, the firm was the world leader in fintech software that managed all aspects of soft dollars and commission sharing arrangements for investment managers, research providers, and broker-dealers. That product line was recently sold to BNY Convergenx and the company was then renamed as Castine Consulting. The product line was in use by firms representing over \$15 trillion in AUM at the time of sale.

Prior to working in the finance arena, Castine (under the "Cogent" name) was the #1 provider of multi-partner oil, gas, and extraction solutions to the international exploration community. Its client base included every major oil and many of the largest mining firms worldwide, with over 2,000 installations in 60+ countries. The oil and gas business was spun off in 1997.

For additional information, call **347-4-CASTINE** or visit www.CastineLLC.com

